

EUROPEAN ECONOMY

COMMISSION OF THE EUROPEAN COMMUNITIES
DIRECTORATE-GENERAL FOR ECONOMIC AND FINANCIAL AFFAIRS

Supplement B
Business and consumer
survey results
Nr. 12 – December 1989

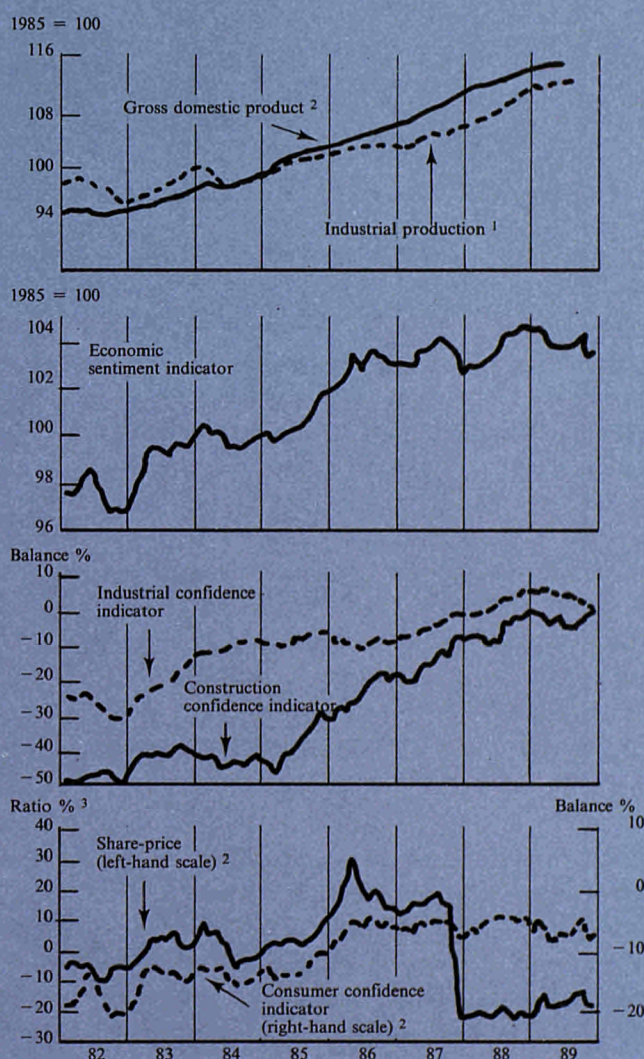


*In this number:
Obstacles to the expansion
of industrial production*

THE MAIN POINTS IN BRIEF:

- In the autumn of 1989 economic activity in Europe is still fundamentally on an upward course. The indicators available to November show that industrial production continues to be buoyant. However, consumer confidence in the economic situation has diminished somewhat.
- Production plans in industry are still distinctly expansionary, and in the construction industry improving assessments of the order-book situation confirm that demand remains stable.
- The further expansion of industrial output, which is necessary in order to satisfy persistently buoyant domestic and export demand is, however, increasingly pushing up against the limits of existing capacity. A growing number of industrial companies are reporting that they are prevented from expanding output by insufficient production capacity or a shortage of manpower.
- It is probable that the relatively sharp fall in consumer confidence is connected to some extent with the share market collapse in October and November and so does not signal a more serious weakening of consumer activity.

GRAPH 1: Indicators of output and economic sentiment — European Community



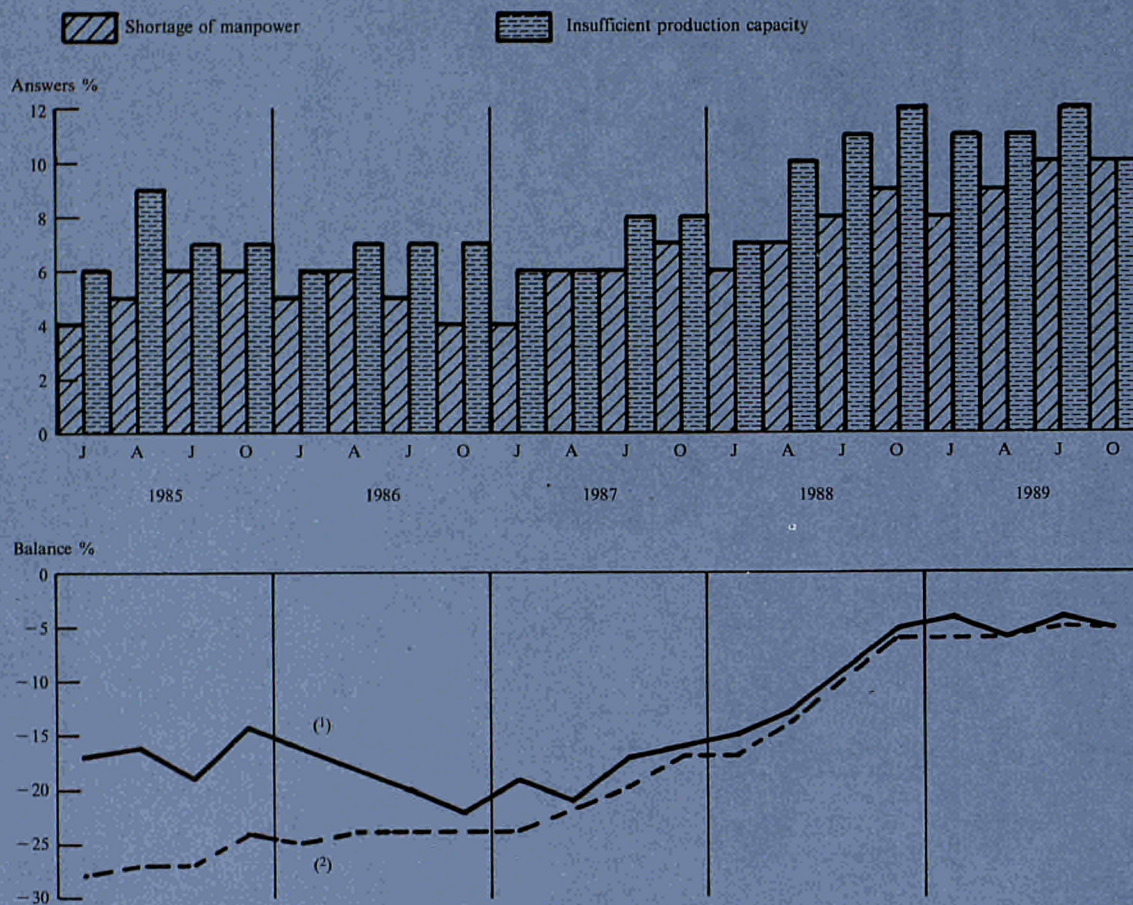
¹ Three-month moving average.

² See notes to Table 1.

³ Deviations from trend in %.

GRAPHS 2-5: Factors limiting production, employment expectations and expectations of capacity constraints in industry in the Community

GRAPH 2: Industry as a whole



(1) Balance of responses indicating that employment is expected to increase, remain unchanged or decrease (s.a.);
 (2) Balance of answers indicating that production capacity is more than sufficient, sufficient, not sufficient (s.a.). After inversion of the sign, the curve represents the evolution of constraints on production.

Source: European Community consumer survey.

The vigour of economic activity continues in Europe. — In the autumn of 1989 economic activity in the Community is still on an upward course. The business and consumer survey results available until now nevertheless indicate a divergence of trend between industry, construction and the retail trade on the one hand and consumers on the other: between September and October there was a sharp fall (a net -3 points) in consumer confidence which in November remained at its low level. This fall is mainly attributable to developments in the United Kingdom (a fall of -11 points net in November compared with September) and Greece (a fall of -9 points net in November compared with September), both of them countries where a cooling of the economy is desirable.

The Community's industrial confidence indicator continues to be positive, while construction firms are downright optimistic. — According to the survey results for November, in the Community, industry's production plans are still clearly expansionary. Taking the average for the Community, there was a further rise in the number of firms wishing to increase their output. The survey results for the construction industry are characterized by the steadily improving assessments of the order-book situation. The number of firms intending to take on additional labour continues to rise. In November the construc-

tion confidence indicator climbed above the record level it had reached during the 1979/80 upswing.

The high level of industrial capacity utilization (October: 86.2 %), the clear improvement in the determinants of growth and the favourable prospects held out by completion of the internal market (see European Economy N° 42), strengthen the outlook for a further continuation of investment-led growth in the Community.

The expansion of industrial output in the Community is increasingly being hampered by insufficient production capacity and a shortage of adequately skilled workers. — As a result of the dynamism of industrial activity, which has persisted since 1985, production capacities on average for the Community are now virtually fully utilized. This can be seen from the business survey results which are now available up to and including November. The further expansion of industrial output, which is necessary in order to satisfy persistently buoyant domestic and export demand, is now pushing up against the limits of existing capacity. More and more industrialists are reporting that they are prevented from expanding output by insufficient production capacity or a shortage of manpower (see Graph 2). The satisfactory employment situation in industry, as a Community average, is also reflected in reports on production capacity

which is still free and on company plans concerning the size of the workforce. The turning-point is particularly clear in the case of the supply of industrial jobs. Until recently an increasing number of industrialists are planning to take on additional labour. At the same time more and more firms are complaining that the expansion of their production activity is being hampered by difficulties in obtaining additional labour. The main reason for this is the lack of skills in the manpower available. This is also made plain by the results of the special labour market survey (see Supplement N° 11) and the information available for individual countries on the shortage of skilled labour.

The importance of the obstacles to increasing output varies from one branch of industry to another. — In October, and taking industry as a whole, industrialists mention 'insufficient production capacity' and 'shortage of labour' with equal frequency as the obstacle to the expansion of their production activity. However, the picture differs from one branch of industry to another.

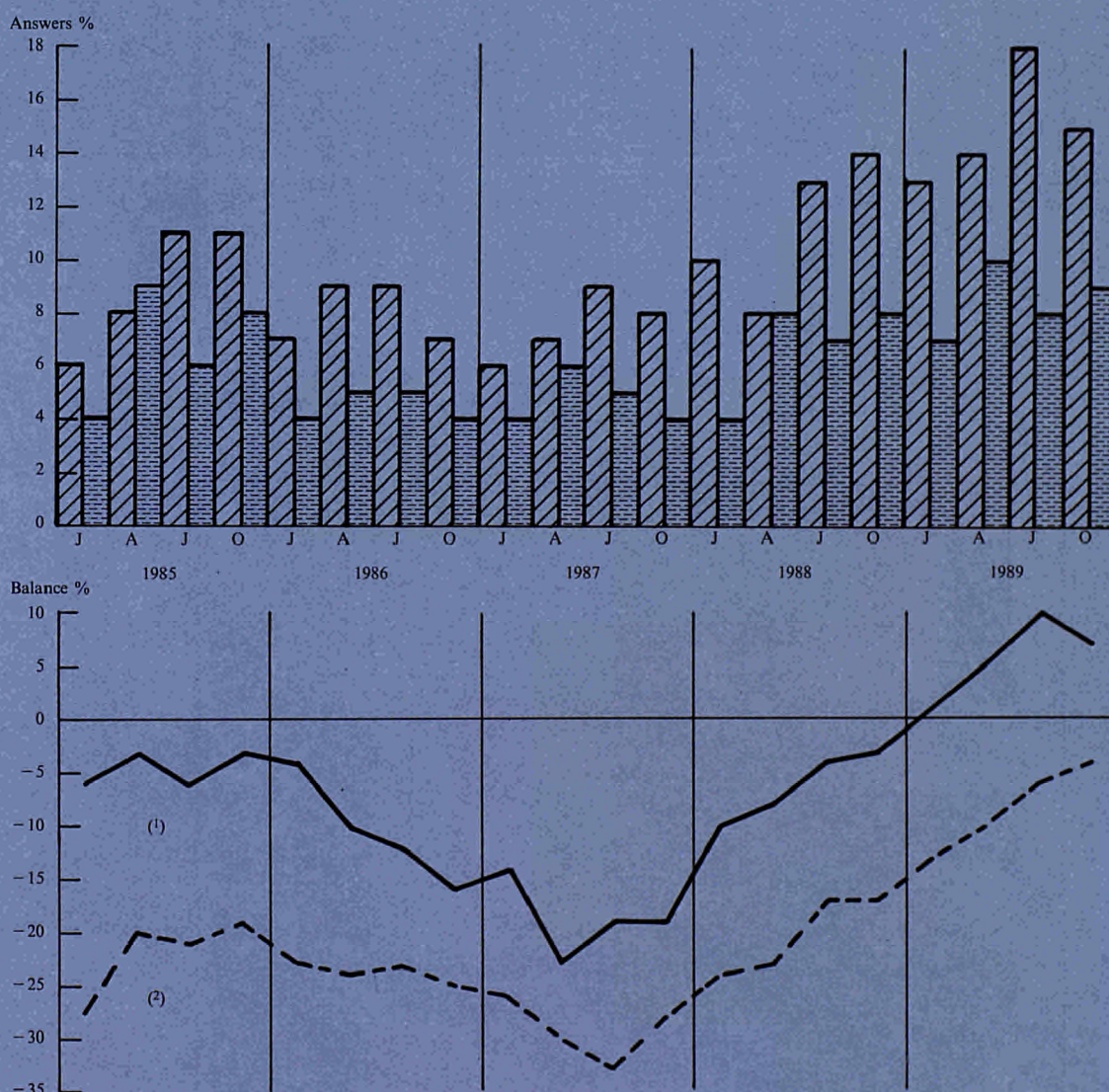
According to the information provided by industrialists, the shortage of adequately skilled workers is a greater impediment to production in the *investment goods industries* than in the other

branches of industry. Measured by the frequency of reports, this obstacle to the expansion of investment goods production is currently twice as important as insufficient production capacity. According to the survey results, the investment goods industry wishes to increase its workforce substantially. The capacity constraints now occurring in this branch of industry are probably attributable in the main to the lack of skilled workers on the labour market. This is also confirmed by the results of the special employee survey (see Supplement B N° 8/9) which shows that on average the level of job-seekers' skills is well below that of workers in employment.

In the consumer goods industries and the basic materials and producer goods industries, insufficient production capacity ranks well above the shortage of labour as an impediment to expanding output. In the *basic materials and producer goods industries*, the impediment of shortage of labour is mentioned only half as often as insufficient production capacity. A similar picture emerges for the *consumer goods industry*. It is probably easier for these branches to recruit additional workers, since on average the skills required are not as high as in the investment goods industries.

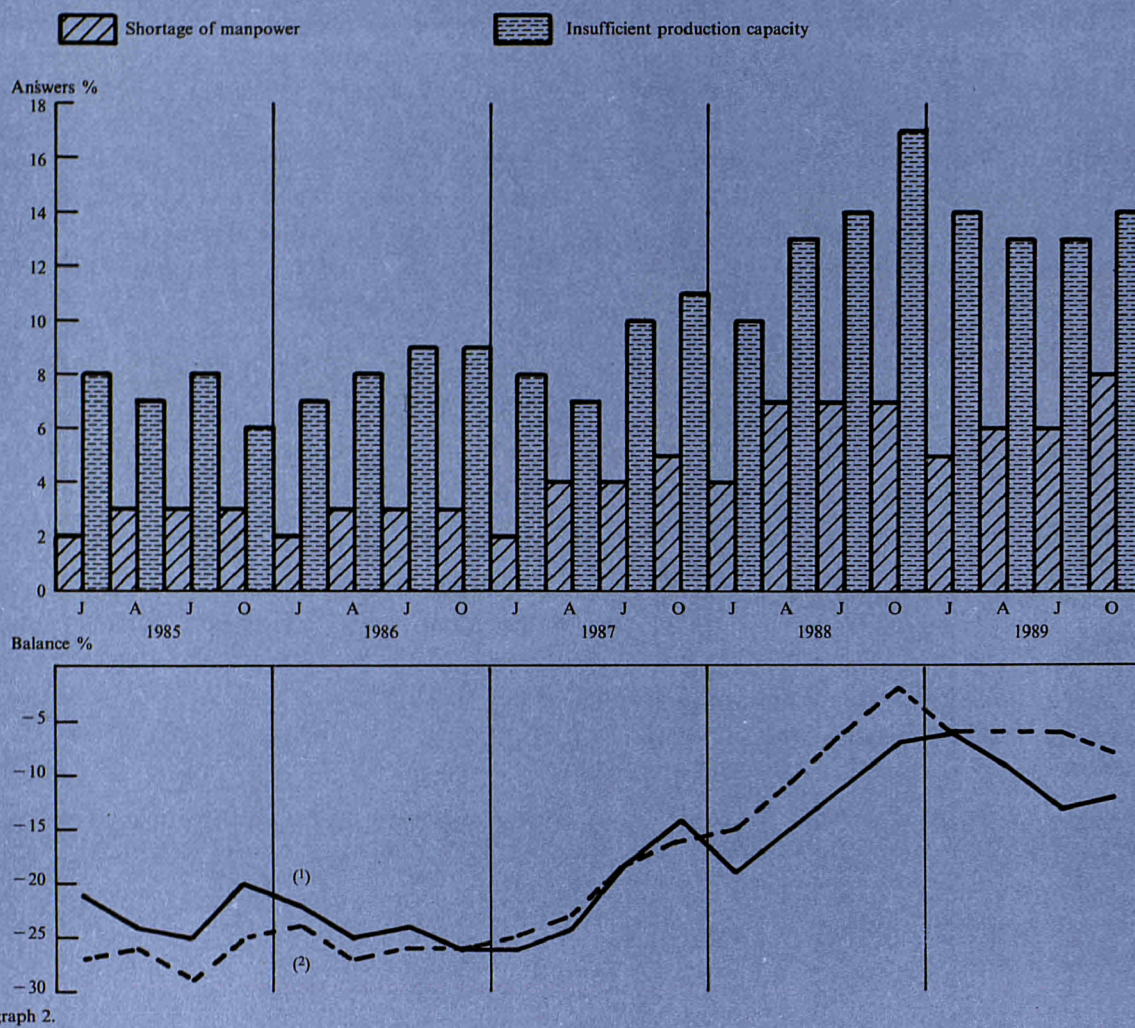
20 December 1989

GRAPH 3: Investment goods



(1), (2) See graph 2.

GRAPH 4: Basic material and producer goods



GRAPH 5: Consumption goods

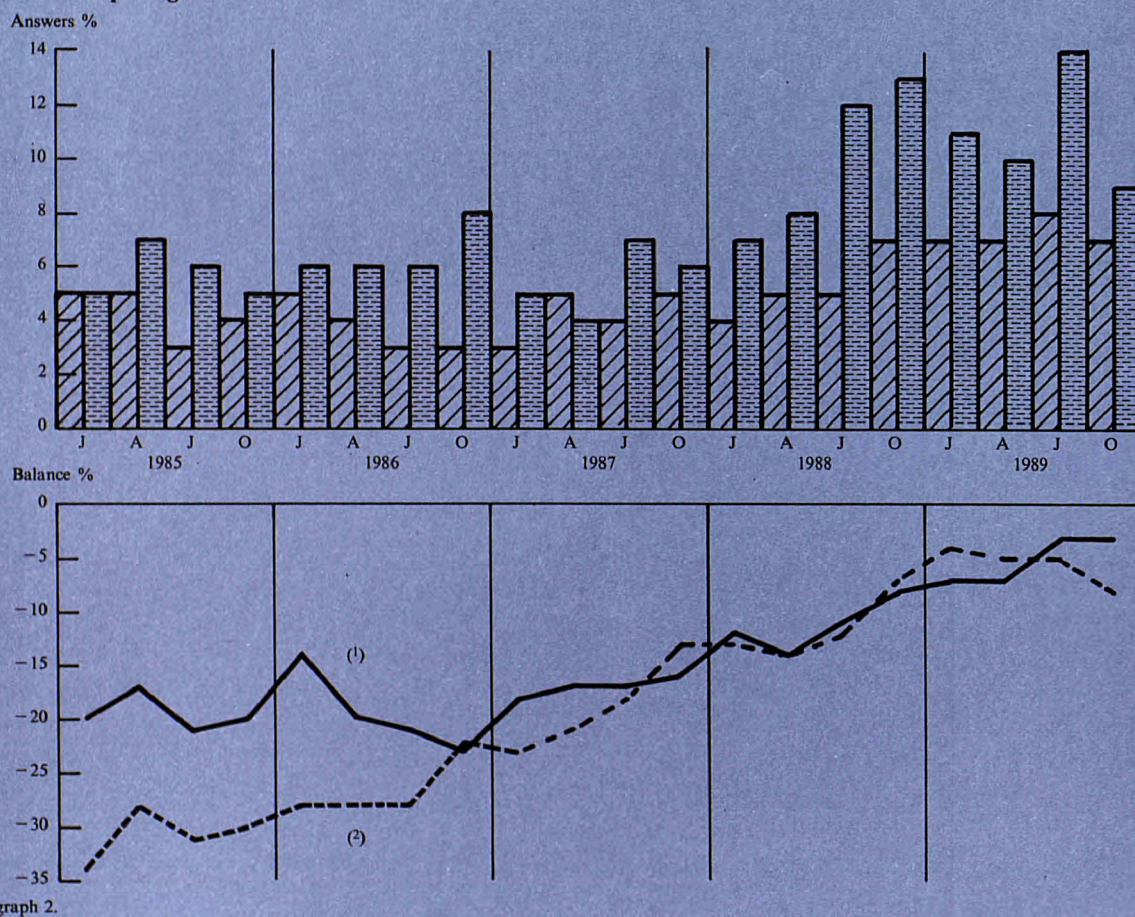


TABLE 1: Indicators of output and economic sentiment

		Ranges				1988	1989			1989					
		Peak 1972/73	Trough 1974/75	Peak 1979/80	Trough 1981/83		I	II	III	June	July	Aug.	Sept.	Oct.	Nov.
B	<i>gross domestic product</i>	1985 = 100	:	:	:	:	:	:	:	:	:	:	:	:	:
	<i>index of industrial production</i>		:	:	:	108,6	112,6	111,0	:	110,1	:	:	:	:	:
	1. industrial confidence indicator	19	-56	-4	-35	-5	-1	2	1	4	3	-1	0	-4	1
	2. construction confidence indicator	9	-36	-7	-65	-15	-5	-6	-7	-7	-9	-7	-5	0	-4
	3. consumer confidence indicator (c)	7	-18	-7	-31	-6	-2	1	3	3	4	1	3	3	4
	4. share-price index (c)	:	:	:	:	315,1	354,8	373,0	387,7	373,3	369,0	389,7	404,3	397,2	387,5
	= 5. economic sentiment indicator	109,0	98,9	103,9	96,8	103,5	104,7	105,4	105,6	105,9	105,9	105,1	105,7	105,5	105,8
DK	<i>gross domestic product</i>	1985 = 100	:	:	:	:	:	:	:	:	:	:	:	:	:
	<i>index of industrial production</i>		:	:	:	104,5	106,2	109,7	105,7	109,9	104,3	108,6	104,3	:	:
	1. industrial confidence indicator	:	:	:	-22	-1	4	4	5	(4)	5	(5)	(5)	4	(4)
	2. construction confidence indicator	:	:	:	-37	-10	-12	-26	-32	(-26)	-32	(-32)	(-32)	-24	(-24)
	3. consumer confidence indicator (c)	:	-16	5	-22	-13	-16	-13	-15	-14	-14	-15	-15	-12	-13
	4. share-price index (c)	:	:	:	:	394,4	493,6	547,6	585,8	583,9	617,2	573,4	566,7	566,7	588,8
	= 5. economic sentiment indicator	:	:	:	:	97,9	98,7	99,0	99,1	99,2	99,4	99,0	99,0	99,1	99,3
D	<i>gross domestic product</i>	1985 = 100	:	:	:	107,9	112,0	112,4	:	:	:	:	:	:	:
	<i>index of industrial production</i>		:	:	:	106,5	110,7	109,8	:	111,1	112,1	112,2	:	:	:
	1. industrial confidence indicator	10	-49	2	-40	-4	3	4	5	6	6	5	5	5	5
	2. construction confidence indicator	-4	-72	11	-64	-28	-18	-19	-16	-18	-18	-15	-14	-12	-7
	3. consumer confidence indicator (c)	:	-22	9	-31	-5	-2	-1	3	2	3	2	3	1	2
	4. share-price index (c)	:	:	:	:	217,9	251,9	264,1	297,0	273,4	286,0	298,1	307,0	298,5	290,0
	= 5. economic sentiment indicator	103,8	97,0	103,6	94,7	99,8	101,0	101,3	102,1	101,8	102,1	102,0	102,2	101,8	102,1
F	<i>gross domestic product</i>	1985 = 100	:	:	:	107,9	110,2	110,9	:	:	:	:	:	:	:
	<i>index of industrial production</i>		:	:	:	107,2	109,9	111,8	:	112,4	113,5	113,5	:	:	:
	1. industrial confidence indicator	29	-49	5	-39	4	10	9	8	12	11	8	6	3	6
	2. construction confidence indicator	:	:	-17	-57	-4	-2	0	-6	(0)	-6	(-6)	(-6)	-7	(-7)
	3. consumer confidence indicator (c)	:	-9	3	-27	-11	-10	-11	-10	-11	-10	-10	-11	-11	-11
	4. share-price index (c)	:	:	:	:	317,6	411,3	433,1	472,0	445,1	451,4	466,6	498,0	493,2	469,4
	= 5. economic sentiment indicator	107,8	97,6	101,8	95,1	104,2	105,0	104,9	104,7	105,0	105,0	104,7	104,5	104,3	104,3
IRL	<i>gross domestic product</i>	1985 = 100	:	:	:	:	:	:	:	:	:	:	:	:	:
	<i>index of industrial production</i>		:	:	:	125,9	137,3	140,1	:	142,6	150,0	132,9	:	:	:
	1. industrial confidence indicator	:	-41	20	-40	2	8	7	11	14	9	11	14	13	14
	2. construction confidence indicator	:	:	:	-60	-5	18	23	30	23	30	30	30	25	25
	3. consumer confidence indicator (c)	:	-41	12	-44	-16	-7	-11	-4	-11	-6	-2	-4	-7	-5
	4. share-price index (c)	:	:	:	:	327,7	369,1	413,2	462,6	:	:	:	:	:	:
	= 5. economic sentiment indicator	109,1	96,7	103,6	98,1	102,1	103,6	103,3	104,4	103,6	104,1	104,7	104,5	104,2	104,4
I	<i>gross domestic product</i>	1985 = 100	:	:	:	109,7	112,0	112,6	:	:	:	:	:	:	:
	<i>index of industrial production</i>		:	:	:	113,8	120,1	120,2	:	121,2	121,6	125,1	:	:	:
	1. industrial confidence indicator	31	-59	13	-41	6	12	9	7	6	6	9	6	4	3
	2. construction confidence indicator	-8	-56	-5	-51	-13	-12	-10	-4	-21	-3	-7	-3	9	7
	3. consumer confidence indicator (c)	:	:	:	:	-5	-4	-10	-7	-10	-9	-9	-4	-7	-5
	4. share-price index (c)	169,6	68,5	185,0	116,9	531,1	563,9	585,3	679,9	608,8	649,5	689,8	700,4	660,4	641,3
	= 5. economic sentiment indicator	103,8	97,4	101,6	97,6	101,2	101,3	100,4	100,8	100,0	100,5	100,6	101,2	100,8	101,0
NL	<i>gross domestic product</i>	1985 = 100	:	:	:	:	:	:	:	:	:	:	:	:	:
	<i>index of industrial production</i>		:	:	:	101,2	102,2	105,3	:	104,7	106,6	106,6	:	:	:
	1. industrial confidence indicator	12	-44	4	-31	-2	1	2	1	2	1	2	1	2	2
	2. construction confidence indicator	3	-47	3	-46	1	0	-3	3	-1	3	2	4	5	7
	3. consumer confidence indicator (c)	6	-15	5	-37	0	7	9	11	11	11	10	11	11	12
	4. share-price index (c)	:	:	:	:	315,8	330,7	289,1	314,6	300,1	303,7	316,0	324,0	313,8	300,9
	= 5. economic sentiment indicator	107,8	100,7	105,3	97,1	100,1	101,0	100,9	101,3	101,3	101,3	101,2	101,3	101,4	101,4
UK	<i>gross domestic product</i>	1985 = 100	:	:	:	112,8	114,9	115,1	:	:	:	:	:	:	:
	<i>index of industrial production</i>		:	:	:	109,4	109,5	108,3	:	107,9	109,5	111,1	:	:	:
	1. industrial confidence indicator	:	:	9	-60	17	6	-1	-3	-2	1	-3	-6	-8	-12
	2. construction confidence indicator	:	:	7	-62	30	42	35	26	(35)	26	(26)	(26)	14	(14)
	3. consumer confidence indicator (c)	:	-33	14	-26	3	-12	-17	-18	-20	-21	-17	-15	-27	-26
	4. share-price index (c)	:	:	:	:	357,7	397,6	421,7	458,3	428,3	446,0	463,4	465,6	430,4	424,1
	= 5. economic sentiment indicator	103,8	97,7	104,9	98,8	103,3	102,3	101,5	101,1	101,1	101,1	101,2	101,0	99,8	99,5
EUR	<i>gross domestic product</i> (a) (b)	1985 = 100	:	:	:	111,1	113,3	113,7	:	:	:	:	:	:	:
	<i>index of industrial production</i>		:	:	:	108,3	111,2	112,3	:	113,2	112,2	112,3	:	:	:
	1. industrial confidence indicator	16	-49	3	-36	3	6	5	4	5	5	4	2	1	1
	2. construction confidence indicator	:	:	-1	-50	-5	-2	-3	-3	(-5)	-4	(-4)	(-2)	-2	(0)
	3. consumer confidence indicator (c)	5	-17	1	-22	-5	-6	-7	-6	-7	-7	-6	-4	-8	-7
	4. share-price index (c)	:	:	:	:	326,0	373,6	391,6	429,0	402,0	416,9	430,5	439,5	419,5	412,0
	= 5. economic sentiment indicator	107,8	94,9	104,0	96,0	103,1	103,3	102,9	103,2	102,9	103,0	103,1	103,4	102,5	102,7

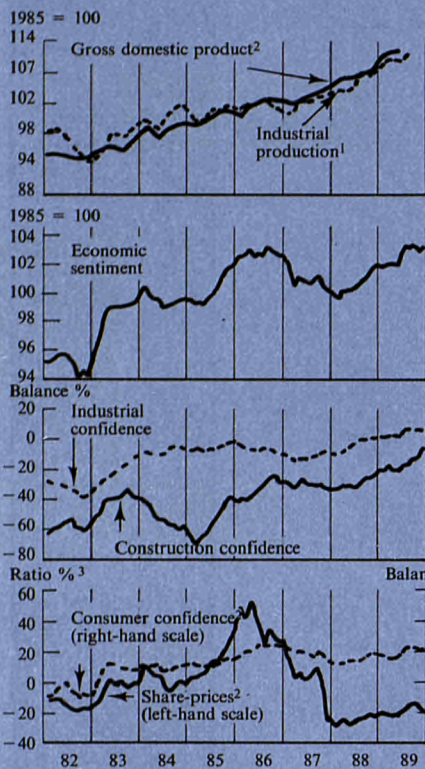
(a) Weighted total of quarterly figures for the Federal Republic of Germany, France, Italy and the UK.

(b) For the Federal Republic of Germany, gross national product for quarterly data.

(c) Not seasonally adjusted.

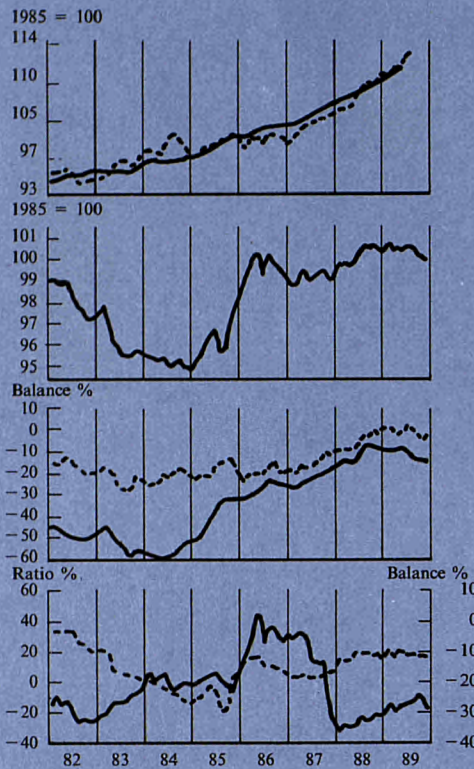
GRAPHS 6-11: Indicators of output and economic sentiment

GRAPH 6: Federal Republic of Germany



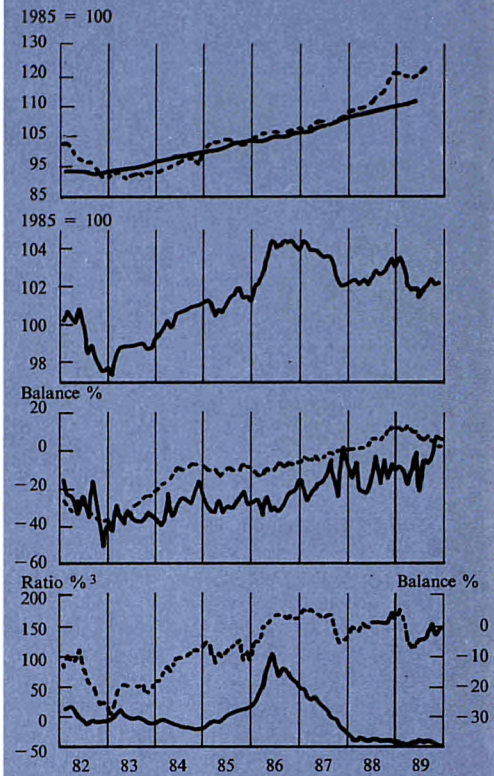
¹ Three-month moving average.
² See notes to Table 1.
³ Deviations from trend in %.

GRAPH 7: France



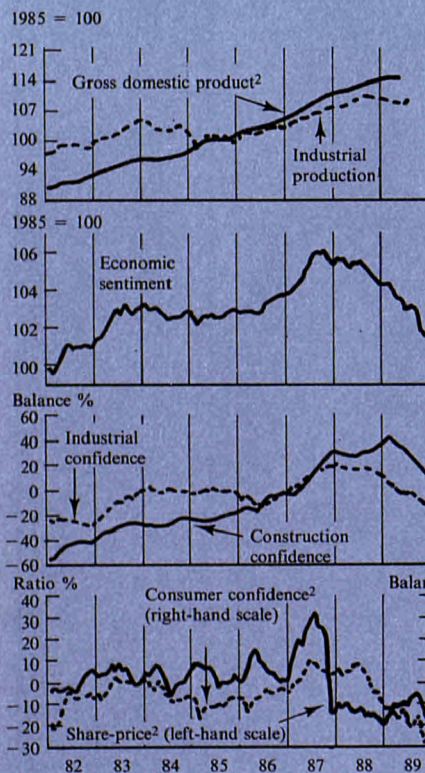
For explanations, see Graph 5.

GRAPH 8: Italy



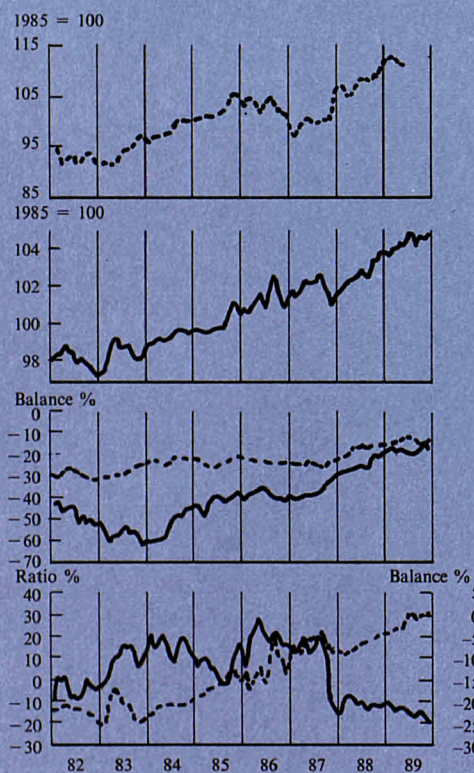
For explanation, see Graph 5.

GRAPH 9: United Kingdom



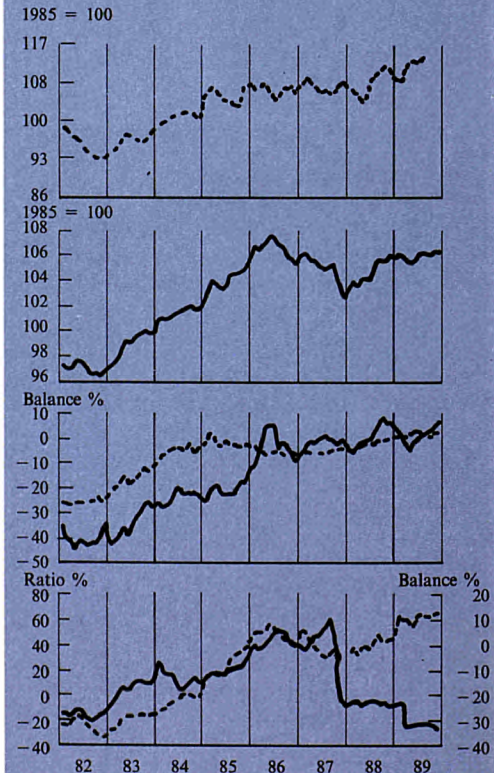
¹ Three-month moving average.
² See notes to Table 1.
³ Deviations from trend in %.

GRAPH 10: Belgium



For explanations, see Graph 8.

GRAPH 11: Netherlands



For explanations, see Graph 8.

TABLE 14: Monthly survey of manufacturing industry — Monthly questions and the composite industrial confidence indicator (a)
Balances: i.e. differences between the percentages of respondents giving positive and negative replies (s.a.)

		Ranges (b)				1988	1989			1989					
		Peak 1972/73	Trough 1974/75	Peak 1979/80	Trough 1981/83		I	II	III	June	July	Aug.	Sept.	Oct.	Nov.
INDUSTRIAL CONFIDENCE INDICATOR	B	19	-56	-4	-35	-5	-1	2	1	4	3	-1	0	-4	1
	DK	:	:	:	-22	-1	4	4	5	:	5	:	:	4	:
	D	10	-49	2	-40	-4	3	4	5	6	6	5	5	5	5
	GR	:	:	:	:	-1	0	0	1	1	1	1	1	-4	-3
	E	:	:	:	:	-3	-3	-2	-3	-2	0	-3	-5	-1	-6
	F	29	-49	5	-39	4	10	9	8	12	11	8	6	3	6
	IRL	:	-41	20	-40	2	8	7	11	14	9	11	14	13	14
	I	31	-59	13	-41	6	12	9	7	6	6	9	6	4	3
	L	:	:	16	-65	4	7	9	-7	8	-2	-6	-12	-10	-8
	NL	12	-44	4	-31	-2	1	2	1	2	1	2	1	2	2
	P	:	:	11	-25	1	0	-1	-2	-3	-1	-4	-1	1	-2
	UK	:	:	9	-60	17	6	-1	-3	-2	1	-3	-6	-8	-12
EUR		16	-49	3	-36	3	6	5	4	5	5	4	2	1	1
PRODUCTION EXPECTATIONS	B	31	-56	-4	-37	2	6	8	6	12	8	5	4	2	10
	DK	:	:	:	8	3	14	11	12	:	12	:	:	13	:
	D	17	-32	10	-30	5	8	10	11	12	12	11	10	10	11
	GR	:	:	:	:	20	25	15	23	16	21	23	24	11	20
	E	:	:	18	-20	10	8	10	11	12	17	10	7	18	13
	F	33	-29	18	-20	12	17	16	15	20	18	15	12	10	17
	IRL	:	-21	40	-33	9	17	15	23	21	17	24	27	27	27
	I	40	-43	24	26	16	27	25	25	24	23	28	24	19	22
	L	84	-80	40	-66	7	12	9	-2	7	1	0	-7	0	9
	NL	26	-26	20	-13	3	6	10	6	10	5	8	6	9	10
	P	:	:	30	-13	14	12	11	12	8	11	14	11	18	13
	UK	:	:	29	-52	31	21	13	10	11	17	11	1	4	1
EUR		24	-30	15	-24	13	15	14	14	16	16	15	11	12	13
ORDER BOOKS	B	13	-74	-14	-49	-12	-6	-1	-4	0	1	-6	-6	-8	-7
	DK	:	:	:	-34	-2	4	6	11	:	11	:	:	9	:
	D	5	-73	-6	-59	-12	-1	4	4	4	5	4	3	5	5
	GR	:	:	:	:	-15	-14	-11	-13	-11	-13	-13	-13	-14	-20
	E	26	-45	:	:	-9	-5	-6	-8	-8	-7	-5	-12	-8	-14
	F	26	-69	0	-56	5	15	13	12	14	14	12	11	5	7
	IRL	:	-68	18	-55	-1	10	8	10	15	7	10	13	10	14
	I	30	-82	7	-66	2	10	5	3	2	2	4	4	-1	-2
	L	:	:	8	-70	3	8	14	-25	11	-18	-27	-31	-33	-31
	NL	7	-48	-5	-42	-7	-2	-1	0	-1	0	0	0	1	1
	P	:	:	3	-35	-6	-7	-9	-9	-11	-9	-12	-5	-6	-6
	UK	:	:	-2	-85	18	5	-3	-5	-5	-3	-6	-7	-10	-19
EUR		15	-70	-7	-56	-1	4	3	2	2	3	2	1	-1	-3
EXPORT ORDER BOOKS	B	15	-82	-19	-55	-15	-12	-4	-10	-3	-5	-11	-13	-13	-11
	DK	:	:	:	14	7	11	16	17	:	17	:	:	17	:
	D	:	:	-14	-50	-18	-4	0	-1	1	1	-2	-1	-1	-2
	GR	:	:	:	:	-20	-21	-21	-21	-16	-20	-20	-22	-21	-28
	E*	:	:	:	:	-24	-16	-19	-22	-20	-17	-22	-27	-25	-23
	F	24	-66	10	-52	8	20	12	10	11	15	10	4	2	2
	IRL	:	:	:	:	16	14	10	19	13	21	20	15	2	16
	I	13	-67	-6	-59	-11	-2	-3	-3	-2	-5	0	-5	-5	-10
	L	:	:	9	-80	13	13	10	-10	5	2	-11	-21	-3	1
	NL	:	:	4	-35	-6	-8	-6	-4	-5	-7	-1	-3	-7	-7
	P	:	:	-11	-72	4	-10	-12	-8	-16	-12	-4	-9	-10	-16
	UK	:	:	:	:	:	:	:	:	:	:	:	:	:	:
EUR		:	:	-12	-50	-8	-1	-1	-1	-1	1	-1	-3	-3	-5
STOCKS OF FINISHED PRODUCTS	B	-14	37	2	18	3	3	1	0	-1	0	1	-1	5	0
	DK	:	:	:	24	4	7	5	9	:	9	:	:	11	:
	D	-7	43	-2	31	3	0	0	-1	-1	-1	-1	-1	1	0
	GR	:	:	:	:	10	11	4	7	1	6	6	8	10	10
	E	-17	24	15	35	11	10	10	11	11	10	13	9	12	16
	F	-14	50	3	42	6	2	2	2	-3	0	2	4	5	5
	IRL	:	35	-6	33	2	2	0	0	-6	-2	2	-1	-2	0
	I	-24	53	-8	32	1	0	4	8	9	7	6	10	7	11
	L	-14	74	0	58	-1	1	-2	-6	-5	-10	-8	-1	-3	2
	NL	-3	57	3	39	3	2	2	3	2	3	3	4	3	5
	P	:	:	-1	26	5	5	6	9	7	6	13	9	9	12
	UK	:	:	-1	42	-1	7	12	12	11	10	13	12	18	17
EUR		-10	48	-1	31	4	3	4	5	4	4	5	6	7	8
SELLING-PRICE EXPECTATIONS	B	64	-10	39	12	18	22	20	11	20	13	9	12	12	10
	DK	55	4	38	4	19	25	19	16	14	16	15	18	16	16
	D	:	:	:	:	24	26	30	25	28	21	25	30	31	31
	GR	:	:	:	:	13	29	9	9	7	9	9	9	9	8
	E*	76	15	62	17	20	24	21	19	19	22	19	15	7	22
	F	:	64	77	20	9	19	19	10	22	1	21	8	10	18
	IRL	76	10	87	37	22	32	29	27	28	32	27	22	22	25
	I	:	-46	74	-38	53	50	16	5	17	10	13	-8	8	3
	L	:	:	:	:	24	27	20	24	19	24	26	22	19	27
	P*	:	:	:	:	29	27	27	30	28	32	31	27	30	22
	UK	:	:	70	7	:	:	:	:	:	:	:	:	:	:
EUR		64	9	53	22	22	27	23	22	21	24	22	20	18	21

(a) The indicator is an average of the responses (balances) to the questions on production expectations, order-books and stocks (the latter with inverted sign).
(b) These are the extreme (high and low) values of the balances of the different questions, reached in the course of 1972-1975 and 1979-1983, respectively.

Note: (s.a.) = seasonally adjusted. : = not available.

() = estimated.

* = figures not s.a.

Source: European Community business surveys.

TABLE 3: Expected employment in the retail trade (a) (b)

		1985		1986				1987				1988				1989		
		III	IV	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III
Food, drink, and tobacco	B	-9	-6	-2	-6	0	-5	3	1	-6	-4	3	10	2	6	8	4	-1
	D	-5	-4	-2	1	-3	-4	0	1	2	-1	6	2	2	2	8	8	14
	E	.	.	.	.	.	.	.	.	.	.	.	.	3	.	15	6	-4
	F	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
	I(c) (d)	.	.	-6	1	4	3	0	2	-5	7	-4	8	-1	-3	5	11	4
	NL	.	.	5	9	10	1	2	14	1	4	9	9	7	7	11	6	9
Textiles, clothing, footwear	P	.	.	.	.	.	.	.	.	.	.	.	.	.	.	11	6	7
	UK	33	30	28	28	21	6	13	44	27	47	37	25	33	46	22	42	34
	EUR (c)	.	.	4	8	6	1	3	12	5	13	10	10	13	12	12	16	13
	B	2	6	16	3	3	6	1	12	1	-13	2	0	2	5	8	-4	11
	D	-2	-3	-3	-1	1	-2	-9	-1	-6	-10	-7	1	1	-11	-5	-4	7
	E	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
Household goods (total)	F	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
	I(c) (d)	.	.	-11	-13	-3	-6	-19	-8	-14	-12	-13	-13	-8	-6	-12	-7	-4
	NL	.	.	12	9	12	4	16	7	7	1	2	7	14	11	3	4	2
	P	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
	UK	45	50	47	37	40	30	40	65	55	50	20	40	29	32	24	3	38
	EUR (c)	.	.	9	6	8	4	1	11	6	3	-2	5	2	1	-2	-4	7
Motor vehicles	B	2	0	-1	-2	-1	0	-9	0	0	0	-4	0	2	-1	-9	0	1
	D	-7	-10	-6	-4	1	-6	-2	0	-1	-4	2	0	1	-2	-2	0	4
	E	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
	F	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
	I(c) (d)	.	.	-11	-11	-9	-15	-9	-1	4	-2	1	-9	2	10	3	4	-8
	NL	.	.	10	7	7	8	12	11	7	7	8	5	8	8	12	5	4
Retail trade—Total	P	.	.	.	.	.	.	.	.	.	.	.	.	.	.	-38	7	4
	UK	35	29	29	21	13	11	19	44	8	39	-41	20	62	12	27	-16	-18
	EUR (c)	.	.	2	1	-1	-2	-2	6	1	4	-7	2	10	5	5	-1	-4
	B	0	-1	-4	9	7	16	0	1	0	-13	9	8	0	2	0	0	10
	D	-13	-4	3	8	-4	3	-7	12	-6	-12	-5	-7	-4	-7	7	2	-5
	E	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
Retail trade—Total	F	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
	I(c) (d)	.	.	-21	-8	-6	-14	-23	-16	-17	-15	0	1	-7	-7	28	12	1
	NL	.	.	15	17	16	10	21	10	2	1	-4	-3	-11	-11	-1	2	4
	P	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
	UK	-5	17	8	4	15	-5	9	19	12	28	7	31	35	49	25	2	18
	EUR (c)	.	.	-2	4	0	-2	-3	5	-5	-4	0	3	5	9	15	13	8
Retail trade—Total	B	-2	0	5	0	2	3	0	5	-2	-8	2	4	1	4	5	0	6
	D	-5	-4	-2	0	-1	-4	-4	4	-2	-6	0	0	5	-4	2	1	7
	E	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
	F	-8	-5	-17	-7	-7	-4	-14	-4	-11	-5	-13	-3	-5	2	-11	-3	-4
	I(c) (d)	.	.	-8	-6	-4	-9	-10	-3	-5	-1	-3	-3	-1	0	2	7	3
	NL	.	.	11	10	10	7	11	11	6	5	6	7	1	4	7	7	8
Retail trade—Total	P	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.
	UK	23	28	24	21	16	10	20	38	25	41	16	28	33	37	26	26	24
	EUR (c)	.	.	-1	1	1	-2	-2	7	0	4	0	4	6	7	5	6	6

(a) not s.a.; (b) net balances of positive and negative replies (in %); (c) Spain included since III.1988; Portugal included since I.1989.

Source: EC Survey in the retail trade.

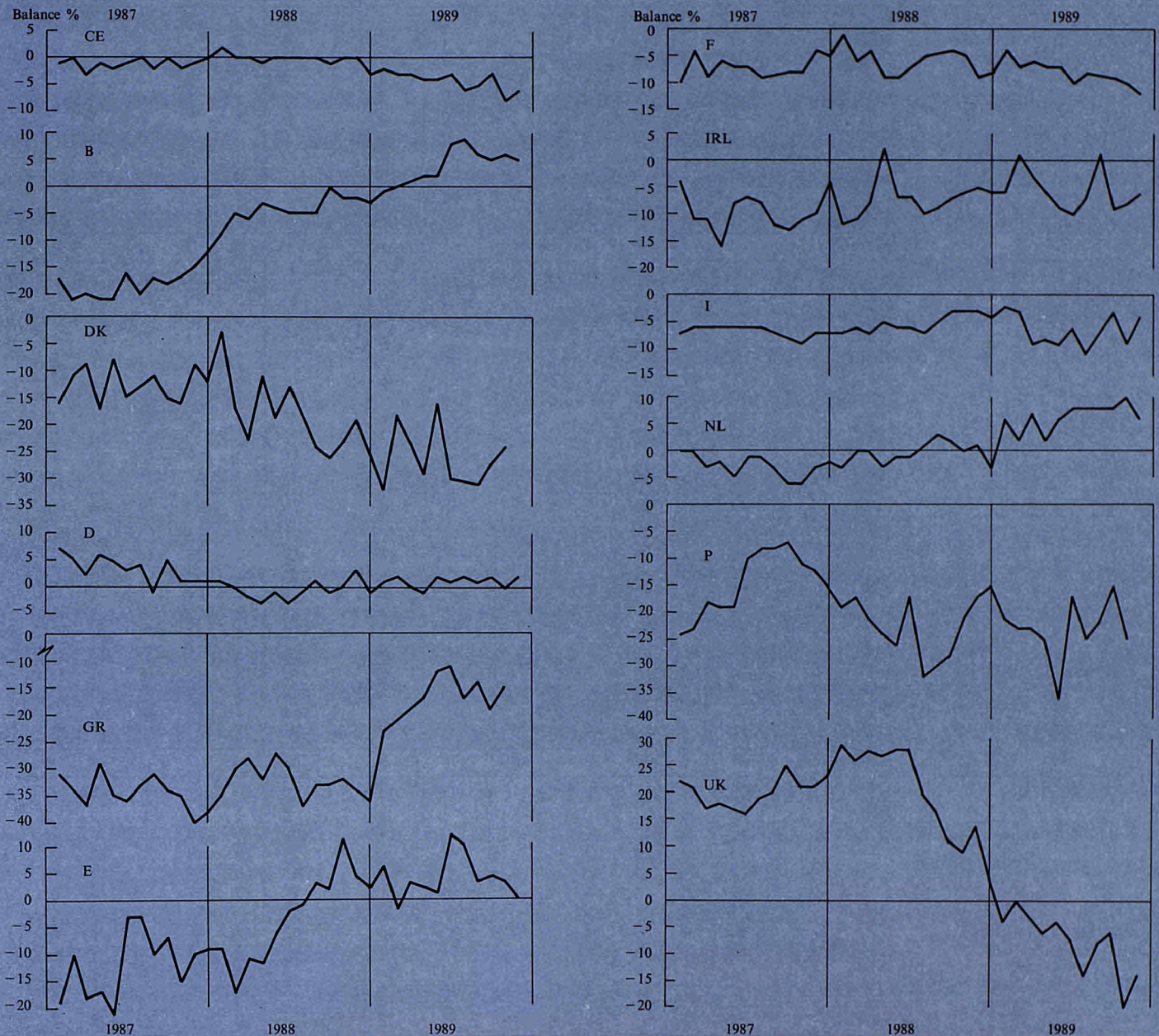
TABLE 4: Results of business surveys in the retail trade (a) (b) (f)

		1988												1989									
		Feb.	March	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March	Apr.	May	June	July	Aug.	Sept.	Oct.	
PRESENT BUSINESS SITUATION	B (d)	-4	7	-26	-9	-6	-11	0	5	-15	4	0	2	1	9	2	-3	-12	-10	19	7	15	
	D	0	11	-8	-5	-10	-4	-8	4	-8	1	2	-2	-2	4	-7	-9	-8	-7	-1	-2	3	
	E	:	:	:	:	:	:	:	-1	-18	-28	-30	-24	-23	-1	-7	-26	-17	-20	-21	-34	-25	
	F (c)	:	-8	:	11	:	-16	:	-11	:	-10	:	-6	:	-15	:	-6	:	2	:	-2	:	
	I (c) (d)	:	3	:	0	:	4	:	11	:	6	:	9	:	1	:	3	:	3	:	9	:	
	NL	26	30	30	30	47	40	31	37	41	31	38	38	28	44	36	42	48	43	48	39	38	
	P	:	:	:	:	:	:	:	:	:	:	:	7	2	-7	-9	-7	-3	-11	-18	-15	:	
	UK (c)	37	27	10	21	27	23	46	17	8	27	24	15	-2	14	10	15	12	3	7	-4	-2	
EUR (f)	(8)	9	(-1)	1	(2)	2	(4)	5	(-1)	3	(3)	2	(-1)	3	(-2)	-1	(0)	-1	(2)	-2	(1)		
VOLUME OF STOCKS	B (d)	6	4	14	16	14	17	12	5	-6	15	18	10	13	3	11	10	15	15	10	15	10	
	D	26	21	32	25	26	26	22	23	29	23	27	19	18	23	21	20	22	17	16	17	21	
	E	:	:	:	:	:	:	:	-1	-2	-8	-10	-7	-4	13	-9	1	4	-13	6	5	4	
	F (c)	:	18	:	22	:	20	:	17	:	24	:	12	:	14	:	19	:	16	:	5	:	
	I (c) (d)	:	18	:	22	:	15	:	16	:	24	:	20	:	15	:	25	:	24	:	16	:	
	NL	15	21	21	20	7	14	11	12	11	13	12	9	10	10	9	11	10	7	1	8	11	
	P	:	:	:	:	:	:	:	:	:	:	:	10	19	21	15	14	11	22	18	1	:	
	UK	8	9	18	6	13	12	1	-3	9	13	19	15	19	27	21	19	20	22	19	15	20	
EUR (f)	(18)	17	(22)	20	(20)	19	(16)	12	(15)	18	(20)	13	(14)	18	(14)	18	(19)	15	(16)	12	(14)		
INTENTIONS OF PLACING ORDERS	B (d)	2	2	-2	-4	-11	3	6	12	-6	1	-10	7	4	0	6	-5	-10	7	23	14	10	
	D	-5	-8	-11	-13	-12	-5	-2	6	-2	-6	-3	-1	-5	1	-2	-6	-5	1	1	7	6	
	E	:	:	:	:	:	:	:	12	7	6	-3	-11	1	14	20	9	-2	-6	-12	-5	18	
	F (c)	:	-16	:	-20	:	-28	:	-13	:	-15	:	-26	:	-13	:	-24	:	-22	:	-5	:	
	I (c) (d)	:	-8	:	-11	:	1	:	-5	:	-8	:	-6	:	-13	:	-16	:	-12	:	2	:	
	NL	6	1	-3	-1	-2	6	-1	-3	10	6	13	10	19	19	11	9	12	17	19	16	19	
	P	:	:	:	:	:	:	:	:	:	:	:	-4	-6	-10	-13	-10	-22	-30	-20	:	:	
	UK	36	32	37	29	33	39	41	38	33	20	4	14	8	11	11	12	2	-5	11	5	-2	
EUR (f)	(-4)	-2	(-3)	-6	(-5)	-1	(0)	6	(3)	-1	(-5)	-5	(-5)	0	(-1)	-6	(-9)	-7	(-4)	2	(3)		
EXPECTED BUSINESS SITUATION	B (d)	19	15	2	0	-4	17	15	17	3	11	-7	19	26	18	8	-4	-6	16	34	16	12	
	D	11	4	1	0	5	-1	9	12	6	-2	9	6	14	1	8	2	10	11	13	13	13	
	E	:	:	:	:	:	:	:	27	14	12	7	15	23	47	40	24	24	18	10	22	20	
	F (c)	:	-38	:	-35	:	-36	:	-23	:	-24	:	-31	:	-23	:	-17	:	-20	:	-5	:	
	I (c) (d)	:	9	:	-1	:	3	:	7	:	3	:	10	:	3	:	-1	:	1	:	14	:	
	NL	26	18	18	19	16	25	19	19	26	22	32	29	35	43	30	29	33	34	38	33	35	
	P	:	:	:	:	:	:	:	:	:	:	:	15	11	23	7	18	8	8	-2	5	:	
	UK	35	:	:	40	:	:	43	:	:	20	:	:	20	:	:	14	:	2	:	:	:	
EUR (f)	(1)	(2)	:	0	:	(1)	(4)	(11)	(8)	1	(3)	4	(7)	6	(6)	3	(5)	(5)	(3)	(9)	:		

(a) not seasonally adjusted; (b) percentage balances; (c) bi-monthly; (d) excl. large multiple shops; (e) refers to volume of sales for the time of the year; (f) Spain participates in the retail trade business survey from September 1988 onwards and Portugal from January 1989 onwards; () = estimation.

Source: EC Survey in the retail trade.

GRAPH 12: Buying attitudes of consumers. (Balances: i.e. differences between the percentage of respondents giving answers regarding present time as good for large purchases or not; seasonally adjusted).



Source: European Community consumer survey.

TABLE 5: Consumer opinion on economic and financial conditions (a)

CONSUMER CONFIDENCE INDICATOR (b)		1982	1983	1984	1985	1986	1987	1988	1989										
									March	April	May	June	July	Aug.	Sept.	Oct.	Nov.		
B		-27	-28	-27	-21	-16	-11	-6	-1	0	-1	3	4	1	3	3	4		
DK		-12	0	6	3	-3	-10	-13	-16	-13	-13	-14	-14	-15	-15	-12	-13		
D		-26	-15	-10	-8	3	0	-5	-2	-3	-2	2	3	2	3	1	2		
GR		0	-11	-4	-5	-19	-28	-20	-13	-12	-7	-8	-8	-7	-10	-10	-17		
E		:	:	:	:	-5	-8	-2	-1	-1	-1	4	1	0	-1	1	0		
F		-5	-15	-23	-22	-12	-17	-11	-11	-10	-11	-11	-10	-10	-11	-11	-11		
IRL		-34	-39	-33	-28	-27	-29	-16	-7	-10	-12	-11	-6	-2	-4	-7	-5		
I		-18	-24	-15	-11	-4	-3	-5	-8	-10	-9	-10	-9	-9	-4	-7	-5		
NL		-32	-30	-22	-7	5	-2	0	6	8	7	11	11	10	11	11	12		
P		:	:	:	:	-4	0	-7	-10	-11	-15	-8	-15	-13	-8	-11	-9		
UK		-12	-3	-4	-11	-7	4	2	-14	-17	-14	-20	-21	-17	-15	-27	-26		
EUR (c)		-17	-15	-14	-13	-5	-5	-5	-7	-7	-7	-7	-7	-6	-4	-8	-7		
FINANCIAL SITUATION OF HOUSEHOLDS																			
B		-25	-29	-31	-26	-14	-8	-5	-4	-3	-4	-1	-1	-2	0	0	1		
DK		-7	-4	-2	-3	-1	-1	-4	-7	-5	-6	-5	-5	-6	-6	-6	-6		
D		-18	-14	-11	-8	1	1	0	-1	-1	-1	1	1	0	0	1	2		
GR		-2	-13	-8	-7	-24	-31	-21	-16	-14	-10	-11	-7	-8	-10	-13	-14		
E		:	:	:	:	-6	-9	-4	-6	-6	-5	-2	-3	-1	-3	-2	-2		
F		-7	-11	-15	-15	-11	-14	-9	-6	-6	-7	-6	-7	-7	-8	-9	-8		
IRL		-41	-43	-42	-36	-34	-31	-23	-18	-20	-18	-18	-15	-13	-14	-17	-16		
I		-13	-15	-12	-10	-6	-4	-3	-3	-5	-5	-6	-5	-5	-3	-4	-3		
NL		-20	-28	-26	-16	-3	0	2	6	6	5	7	8	8	7	9	9		
P		:	:	:	:	-5	-2	-5	-9	-11	-15	-6	-13	-10	-6	-7	-6		
UK		-27	-15	-15	-16	-13	-5	-6	-14	-18	-15	-18	-19	-21	-18	-22	-25		
EUR (c)		-16	-15	-15	-13	-7	-6	-5	-6	-6	-6	-5	-6	-7	-6	-6	-6		

— over last 12 months

TABLE 5 (continued): Consumer opinion on economic and financial conditions (a)

		1982	1983	1984	1985	1986	1987	1988	1989								
									March	April	May	June	July	Aug.	Sept.	Oct.	Nov.
FINANCIAL SITUATION OF HOUSEHOLDS (continued)	B	-12	-15	-18	-14	-5	-1	1	2	3	3	3	6	5	4	4	5
	DK	2	0	3	3	2	2	1	-2	-1	-2	-1	-1	0	-2	2	2
	D	-14	-9	-6	-4	2	1	0	0	0	1	2	4	1	1	2	2
	GR	15	0	6	5	-12	-20	-12	-3	-1	3	1	2	4	1	2	-8
	E	:	:	:	:	2	2	5	4	6	6	5	3	4	4	4	5
	F	0	-4	-7	-5	-2	-4	0	0	0	0	1	1	1	1	0	1
	IRL	-23	-26	-22	-16	-14	-14	-9	-6	-7	-6	-7	-5	0	-3	-5	-4
	I	-6	-8	-3	-2	1	2	2	1	-2	0	1	2	2	3	3	3
	NL	-14	-21	-17	-6	2	2	4	6	5	6	9	8	10	9	10	9
	P	:	:	:	:	1	4	-1	-1	-1	-3	1	-6	-5	0	-3	-1
— over next 12 months	UK	-9	-2	-3	-5	-3	4	1	-8	-9	-6	-11	-11	-9	-7	-16	-14
	EUR (c)	-8	-7	-8	-4	0	0	1	-1	-1	-1	0	0	0	1	-2	-1
GENERAL ECONOMIC SITUATION	B	-68	-62	-57	-37	-28	-19	-16	-3	-3	-4	4	4	1	2	3	3
	DK	-42	-4	4	2	-9	-20	-28	-20	-28	-26	-25	-25	-27	-24	-23	-24
	D	-51	-29	-14	-10	7	-2	-9	1	-1	-1	6	10	8	12	6	8
	GR	-2	-11	-4	-7	-27	-33	-22	-21	-19	-15	-18	-19	-17	-22	-25	-29
	E	:	:	:	:	-8	-17	-8	-9	-7	-6	-1	-5	-3	-7	-4	-3
	F	-28	-41	-54	-52	-34	-39	-28	-24	-23	-24	-25	-27	-27	-29	-29	-28
	IRL	-74	-77	-65	-60	-57	-58	-30	-10	-16	-18	-18	-10	-8	-5	-9	-10
	I	-51	-57	-36	-25	-10	-7	-12	-16	-22	-20	-23	-23	-23	-15	-18	-19
	NL	-64	-54	-19	7	17	-1	0	19	20	17	18	22	17	20	20	21
	P	:	:	:	:	-3	5	-5	-12	-15	-18	-15	-19	-18	-12	-14	-9
— over last 12 months	UK	-40	-23	-25	-36	-29	-4	-4	-29	-33	-32	-44	-45	-37	-35	-49	-49
	EUR (c)	-44	-37	-31	-27	-14	-13	-13	-14	-15	-15	-16	-15	-14	-12	-16	-16
— over next 12 months	B	-43	-38	-33	-19	-12	-8	-6	2	1	-1	2	7	0	2	4	7
	DK	-23	3	6	4	-6	-13	-20	-18	-15	-19	-16	-16	-16	-17	-13	-14
	D	-32	-14	-10	-6	2	-7	-12	-3	-3	-2	1	4	1	3	-2	-2
	GR	25	6	10	6	-12	-20	-12	-8	-6	-1	-2	-1	1	-3	-1	-12
	E	:	:	:	:	1	-2	2	0	2	1	3	0	0	-1	2	2
	F	-23	-36	-45	-32	-16	-22	-11	-12	-13	-14	-14	-13	-13	-16	-15	-14
	IRL	-42	-45	-29	-25	-24	-28	-10	0	-3	-7	-3	1	7	8	4	5
	I	-24	-25	-9	-7	3	-2	-2	-8	-10	-10	-10	-6	-6	-1	-4	-5
	NL	-42	-28	-5	8	10	-7	-3	8	9	5	9	11	10	10	9	11
	P	:	:	:	:	2	7	-2	-5	-4	-4	-4	-12	-10	-6	-7	-5
— over next 12 months	UK	-10	-5	-10	-15	-13	3	-5	-20	-21	-20	-25	-22	-16	-15	-26	-23
	EUR (c)	-24	-21	-18	-14	-4	-7	-7	-8	-9	-8	-8	-7	-7	-5	-9	-7
PRICE TRENDS	B	77	78	78	72	48	31	23	34	36	39	37	37	38	40	43	41
	DK	48	26	26	26	10	0	3	4	5	4	1	0	0	5	6	5
	D	46	23	15	9	-15	-13	-2	14	18	20	18	14	17	16	20	24
	GR	15	30	24	22	38	41	25	20	21	23	18	19	22	26	27	32
	E	:	:	:	:	26	34	28	48	47	55	43	48	47	43	40	42
	F	62	55	58	44	12	12	5	11	16	18	19	17	17	20	22	21
	IRL	87	80	71	58	47	34	28	26	29	30	34	34	30	31	39	35
	I	72	69	55	49	35	29	33	42	46	43	47	47	47	42	45	45
	NL	63	43	41	21	-2	-17	-11	-3	-1	0	0	-5	-4	-7	-4	-9
	P	:	:	:	:	18	29	44	54	62	59	56	60	58	61	59	55
— over last 12 months	UK	31	15	19	24	15	11	18	31	34	35	39	41	38	35	40	41
	EUR (c)	53	40	37	30	13	11	14	25	29	30	29	29	29	28	31	32
— over next 12 months	B	45	40	37	33	25	17	19	31	32	34	31	30	33	31	32	32
	DK	31	12	16	14	6	6	4	-2	0	1	0	0	1	4	0	4
	D	43	30	28	24	5	12	23	30	34	30	24	20	21	24	28	29
	GR	25	37	38	37	41	45	33	34	36	35	37	35	40	41	41	49
	E	:	:	:	:	10	16	12	25	21	25	25	25	27	22	18	23
	F	42	37	32	26	17	11	6	19	17	18	16	17	17	21	24	22
	IRL	46	39	35	30	22	24	20	12	27	35	33	30	29	27	32	33
	I	56	54	46	46	33	40	42	56	54	53	51	47	48	41	49	50
	NL	50	38	25	16	6	2	12	19	24	21	23	15	19	14	17	18
	P	:	:	:	:	6	14	27	36	43	37	37	39	34	35	34	33
— over next 12 months	UK	29	27	40	41	31	34	47	53	53	51	57	51	49	48	53	47
	EUR (c)	42	35	35	31	19	22	26	35	36	35	34	31	32	31	34	34
UNEMPLOYMENT	B	60	57	44	33	31	33	21	6	8	9	5	6	7	5	6	10
	DK	29	30	5	-4	1	27	33	36	33	35	28	29	27	27	23	21
	D	43	30	20	15	4	18	25	9	8	7	4	0	0	11	16	25
	GR	11	10	11	12	25	31	22	16	17	15	15	14	17	18	17	25
	E	:	:	:	:	13	27	18	9	10	12	9	9	8	9	7	4
	F	30	41	62	47	31	38	27	14	11	13	16	10	10	20	14	24
	IRL	56	67	52	46	43	44	32	23	25	23	18	17	12	14	10	6
	I	56	57	49	44	36	38	39	32	32	29	29	28	28	26	29	28
	NL	72	67	36	0	-10	8	13	0	2	9	7	-3	-7	-6	-5	-7
	P	:	:	:	:	12	12	8	7	6	8	7	9	3	2	4	1
— over next 12 months	UK	34	37	32	34	31	7	-3	-2	-1	1	5	3	0	8	15	13
	EUR (c)	42	41	38	30	22	25	22	13	13	13	12	10	9	14	16	18

TABLE 5 (continued): Consumer opinion on economic and financial conditions (a)

		1982	1983	1984	1985	1986	1987	1988	1989										
									March	April	May	June	July	Aug.	Sept.	Oct.	Nov.		
MAJOR PURCHASES	B	13	6	6	-6	-23	-18	-4	1	2	2	8	9	6	5	6	5		
	DK	16	7	14	12	0	-13	-18	-23	-29	-16	-30	-31	-31	-27	-24	-27		
	D	-17	-8	-9	-6	3	3	-1	0	-1	2	1	2	1	2	0	2		
	GR	-35	-35	-24	-20	-20	-34	-32	-19	-17	-12	-11	-17	-14	-19	-15	-23		
	E	:	:	:	:	-13	-12	-3	3	2	1	12	10	3	4	3	0		
	F	30	19	6	-6	-3	-7	-6	-6	-7	-7	-10	-8	-9	-9	-10	-10		
	IRL	13	-6	-9	-2	-8	-10	-7	-3	-6	-9	-10	-7	1	-9	-8	-6		
	I	1	-13	-15	-13	-7	-7	-5	-9	-8	-9	-6	-11	-12	-3	-9	-4		
	NL	-21	-18	-44	-25	-5	-3	0	7	2	6	8	8	8	8	10	6		
	P	:	:	:	:	-14	-15	-22	-23	-25	-36	-17	-25	-22	-15	-25	-28		
	UK	25	32	31	21	21	20	20	-3	-6	-4	-7	-14	-8	-6	-20	-14		
EUR (c)		6	5	0	-3	0	-1	0	-3	-4	-4	-3	-6	-5	-3	-8	-6		
— at present	B	-28	-30	-28	-27	-25	-18	-14	-12	-12	-16	-15	-13	-12	-12	-12	-13		
	DK	-10	-8	-7	-8	-11	-11	-12	-14	-14	-13	-12	-12	-15	-14	-13	-15		
	D	-28	-29	-28	-21	-16	-15	-16	-15	-14	-15	-14	-15	-15	-15	-15	-14		
	GR	-24	-33	-38	-31	-40	-43	-37	-26	-29	-32	-35	-28	-34	-38	-31	-32		
	E	:	:	:	:	-13	-21	-20	-20	-27	-23	-17	-20	-20	-23	-20	-20		
	F	-9	-10	-10	-9	-3	0	0	1	1	2	0	0	0	0	0	0		
	IRL	-27	-31	-25	-21	-19	-17	-12	-12	-4	-7	-5	-5	-9	-8	-6	-7		
	I	-22	-22	-21	-20	-20	-20	-20	-18	-21	-19	-19	-17	-17	-19	-17	-18		
	NL	-27	-29	-27	-19	-14	-12	-11	-12	-9	-11	-12	-11	-10	-9	-11	-11		
	P	0	0	0	0	6	5	3	13	11	4	9	9	6	1	-1	-2		
	UK	-18	-15	-12	-14	-12	-10	-10	-14	-12	-14	-16	-13	-17	-11	-15	-13		
EUR (c)		-20	-21	-19	-18	-16	-14	-14	-12	-13	-13	-13	-12	-13	-12	-13	-12		
SAVINGS	B	40	46	46	45	41	49	54	53	51	56	57	60	62	58	59	63		
	DK	26	40	41	48	44	48	46	40	45	46	49	50	49	52	52	51		
	D	27	33	38	37	40	39	31	34	36	39	38	44	44	47	42	51		
	GR	-25	-29	-20	-16	-30	-39	-35	-20	-20	-21	-18	-19	-21	-25	-24	-33		
	E	:	:	:	:	19	42	42	44	46	46	45	54	45	47	50	41		
	F	-5	0	6	10	11	20	24	21	23	26	30	31	32	30	32	34		
	IRL	-9	-3	-8	-1	-3	-7	1	9	5	6	10	12	7	15	19	9		
	I	10	21	33	34	44	46	45	43	46	44	45	43	43	49	38	46		
	NL	38	35	34	39	46	48	52	53	60	58	58	56	60	57	55	59		
	P	:	:	:	:	-22	-24	-35	-43	-44	-53	-39	-44	-46	-33	-42	-38		
	UK	5	10	17	18	20	27	27	31	27	32	32	28	32	27	28	31		
EUR (c)		12	19	24	27	28	33	32	33	34	35	36	37	38	39	36	39		
— at present	B	-25	-26	-27	-28	-9	-3	2	4	0	6	6	4	8	6	9	8		
	DK	-18	-12	-11	-6	-6	-5	-7	-13	-9	-13	-9	-9	-8	-10	-4	-4		
	D	-2	1	3	3	10	13	12	12	16	17	16	20	14	18	21	19		
	GR	-37	-41	-39	-37	-47	-56	-48	-41	-42	-36	-32	-35	-33	-34	-34	-40		
	E	:	:	:	:	-20	-33	-32	-38	-38	-38	-28	-30	-29	-25	-27	-26		
	F	-32	-35	-37	-36	-30	-33	-28	-26	-27	-27	-24	-24	-24	-24	-28	-24		
	IRL	-22	-25	-37	-27	-29	-30	-25	-18	-22	-17	-19	-15	-17	-17	-23	-20		
	I	-22	-27	-20	-16	-9	-5	-3	-5	-7	-8	-4	-9	-9	-3	-6	-1		
	NL	-3	-8	-2	6	12	17	24	25	33	28	27	30	30	32	29	33		
	P	:	:	:	:	-21	-24	-27	-33	-37	-42	-28	-37	-39	-33	-35	-32		
	UK	-17	-13	-12	-14	-12	-6	-7	-14	-12	-10	-12	-13	-14	-10	-18	-18		
EUR (c)		-17	-17	-16	-14	-10	-10	-8	-10	-9	-8	-6	-7	-8	-5	-8	-6		
FINANCIAL SITUATION OF HOUSEHOLDS	B	6	5	6	5	13	13	16	14	14	16	15	14	18	18	16	17		
	DK	4	8	8	11	10	10	11	11	13	11	11	11	11	10	11	11		
	D	12	11	11	12	16	16	17	20	21	22	21	22	19	20	21	21		
	GR	0	0	2	3	1	-1	3	4	5	5	7	5	7	7	6	5		
	E	:	:	:	:	3	5	7	5	8	8	9	6	10	12	7	6		
	F	8	6	4	2	3	1	2	2	6	2	5	4	4	3	4	4		
	IRL	-1	-1	-1	0	-1	-1	2	5	0	5	4	7	6	5	4	4		
	I	13	9	11	11	15	16	17	17	16	15	16	16	16	17	16	18		
	NL	17	15	13	15	16	18	20	21	22	22	22	26	24	23	24	24		
	P	:	:	:	:	1	7	6	5	4	4	4	4	9	7	5	9		
	UK	9	12	12	10	11	14	14	9	12	11	10	10	10	11	6	7		
EUR (c)		10	9	9	9	10	11	12	12	13	13	12	13	12	14	12	12		
— indicator of net acquisition of financial assets																			

(a) The sum of the replies for each Member State are weighted in the Community total with the value of consumers' expenditure.

(b) The indicator represents the arithmetic average of results for five questions, namely the two on the financial situation of the household, the two on the general economic situation, and that concerning major purchases at present.

(c) If monthly data are not available, the EUR-averages incorporate the most recent available results.

Source: European Community consumer survey.

Institutes carrying out the surveys

Country	Survey: Manufacturing industry	Construction	Investment	Retail sale	Consumer
Belgium	BNB Banque Nationale de Belgique	BNB	BNB	BNB	DIMARSO Gallup Belgium
Denmark	DS Danmarks Statistik	DS	DS	—	DS
Federal Republic of Germany	IFO Institut für Wirtschafts- forschung	IFO	IFO	IFO	GfK Marktforschung
Greece	IEIR Institute of Economic and Industrial Research	IEIR	IEIR	—	NSSG National Statistical Service of Greece
Spain	MIE Ministerio de Industria y Energia	—	MIE	INTERGALLUP S.A.	INTERGALLUP S.A.
France	INSEE Institut National de la Statistique et des Etudes Economiques	INSEE	INSEE	INSEE	INSEE
Ireland	CII and ESRI Confederation of Irish Industries and Economic and Social Research Institute	CIF Construction Industry Federation	CII and ESRI	—	TEAGASC The Agricultural and Food Development Authority
Italy	ISCO Istituto per lo Studio della Congiuntura	ISCO	ISCO	ISCO	ISCO
Luxembourg	STATEC Service Central de la Statistique et des Etudes Economiques	STATEC	STATEC	—	—
Netherlands	CBS Centraal Bureau voor de Statistiek	EIB Economisch Instituut voor de Bouwnijverheid	CBS	NIPO Nederlands Instituut voor de Publieke Opinie en het Marktonderzoek	CBS
Portugal	INE Instituto Nacional de Estatistica	AECOPS Associação de Empresas de Construção e Obras Públicas do Sul	INE	INE	NORMA
United Kingdom	CBI Confederation of British Industry	BEC Building Employers Confederation	BSO Business Statistics Office	CBI	GALLUP Gallup Institute

Questions of European Community business and consumer surveys

Manufacturing industry

Monthly:

- estimate of production trend in recent months: up, unchanged, down?
- order-books: above normal, normal, below normal?
- export order-books: above normal, normal, below normal?
- stocks of finished products: above normal, normal, below normal?
- production expectations in the months ahead: up, unchanged, down?
- selling-price expectations in the months ahead: up, unchanged, down?

Quarterly (January, April, July and October):

- employment expectations for the months ahead: up, unchanged, down?
- limits to production: none, insufficient demand, shortage of labour, lack of equipment, others?
- production capacity: more than sufficient, sufficient, not sufficient?
- duration of assured production: in months?
- new orders in the recent past: up, unchanged, down?
- export volume expectations for the months ahead: up, unchanged, down?
- capacity utilization: in %?
- stocks of raw material: high, normal, low?

All industries

Half-yearly (undertaken in March/April and October/November):

- investment trends and prospects: yearly percentage change of investment expenditure in current money values.

Building industry

Monthly (except for Denmark, Greece, France, Ireland and the United Kingdom, where the survey is carried out quarterly):

- current production compared with the preceding month: up, unchanged, down?
- factors holding up production: none, lack of demand, bad weather, shortage of manpower, shortage of material and/or equipment, others?
- order-books or production schedules: above normal, normal, below normal?
- employment expectations in the months ahead: up, unchanged, down?
- price expectations in the months ahead: up, unchanged, down?

Quarterly (January, April, July and October)

- duration of assured production: in months?

Retail trade sector

Monthly (France and Italy bi-monthly):

- we consider our present business (sales) position to be: good, satisfactory (normal for the season), bad;
- we consider our present stock to be: too small, adequate (normal for the season), too large;
- we expect that our orders placed on suppliers during the next (three) months, excluding purely seasonal variations, will be: up, unchanged, down;
- our business trend over the next six months, excluding purely seasonal variations, will improve, remain unchanged, deteriorate.

Quarterly:

- In the next (three) months, and compared with today, the number of persons we employ will: increase, remain unchanged, decline.

Consumer survey

Monthly:

- Financial situation of your household now compared to 12 months ago: a lot better, a little better, the same, a little worse, a lot worse, don't know.
- Financial situation of your household, prospects over the next 12 months: a lot better, a little better, the same, a little worse, a lot worse, don't know.
- General economic situation in the country now compared to 12 months ago: a lot better, a little better, the same, a little worse, a lot worse, don't know.
- General economic situation in the country, prospects over the next 12 months: a lot better, a little better, the same, a little worse, a lot worse, don't know.
- Price level now compared to 12 months ago: much higher, moderately higher, a little higher, about the same, lower, don't know.
- Price trend over the next 12 months: more rapid increase, same increase, slower increase, stability, slight decrease, don't know.
- Unemployment level in the country over the next 12 months will: increase sharply, increase slightly, remain the same, fall slightly, don't know.
- Major purchases (furniture, washing machine, TV, etc.) at present: yes, right time; neither right nor wrong time; should postpone; don't know.
- Major purchases next 12 months, compared to last 12 months: much more, a little more, the same, a little less, much less, don't know.
- Savings at present, a reasonable time to save: yes, certainly; yes, perhaps; probably not; certainly not; don't know.
- Savings by you or your household over the next 12 months: yes, certainly; yes, perhaps; probably not; certainly not; don't know.
- Financial situation of households at present — financial assets accumulation: borrowing, drawing on savings, just making ends meet, saving a little, saving a substantial amount, don't know.

Economic sentiment indicator

The economic sentiment indicator is a composite measure in which the industrial confidence indicator and the consumer confidence indicator are given equal weight, while the construction confidence indicator and the share-price index are attributed half the weight of each of the other two. The share-price index is included in the composite indicator in ratio-to-trend form, in order to separate short-term or cyclical variations from long-term increases in the value of shares. The long-term trend of the series is calculated using the NBER Bry-Boschan growth cycle programme. For a fuller description of the economic sentiment indicator and its components, see the technical note in the November 1982 issue of this Supplement.

Industrial confidence indicator

The industrial confidence indicator is the arithmetic average of the answers (balances) to the questions on production expectations, order-books and stocks (the latter with inverted sign).

Construction confidence indicator

The construction confidence indicator is the arithmetic average of the answers (balances) to the questions on order-books and employment expectations.

Consumer confidence indicator

The consumer confidence indicator is the arithmetic average of the answers (balances) to the four questions on the financial situation of households and general economic situation (past and future) together with that on the advisability of making major purchases. For a more detailed description of the consumer confidence indicator see technical note in the December 1982 issue of Supplement C.

Prices (excluding VAT) in Luxembourg

	Ecu
Series B — 'Business and consumer survey results' (11 issues per year)	23,50



OFFICE FOR OFFICIAL PUBLICATIONS
OF THE EUROPEAN COMMUNITIES

L-2985 — Luxembourg

CB-AT-89-012-EN-C